

# LUIGI SACCO

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*From June 2015 to June 2016: Sabbatical period (traveling, studying)*

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<b>WORK EXPERIENCES</b>		
Aug 2016 - Present	<b>A2A S.p.A.</b> <b>Origination - Cross Commodities</b> <b>Key Responsibilities:</b> <ul style="list-style-type: none"><li>• Business development activity focused on origination of non-standard transactions on power and gas wholesale markets (i.e. virtual power plants, hourly profiles shapes, options, short-term power purchase agreement from renewable plants in Italy).</li><li>• International dealing on Guarantees of Origin and Co2 emissions for portfolio hedging and trading purposes.</li><li>• Working in liaison with portfolio management and trading to optimize mid and long-term business strategies.</li><li>• Following markets evolution and regulation in order to create new opportunities and develop new products.</li></ul>	<b>Milan, IT</b>
Dec 2012 - June 2015	<b>AMSTERDAM CAPITAL TRADING BV</b> <b>Sales and Trading – Renewable Energy Certificates</b> (Carbon Emission Allowances, Green Certificates, Energy efficiency certificates and Guarantees of Origin) <b>Key Responsibilities:</b> <ul style="list-style-type: none"><li>• Developing business within Europe with focus on Italian corporate clients, utilities and traders.</li><li>• Managing the sales cycle, from market analysis and screening, to contact with clients' CFOs, meetings scheduling, relationship management and negotiation in order to close transactions.</li><li>• Providing liquidity by showing prices for buyers/sellers on spot and forward transactions.</li><li>• Managing the workflow through goal oriented strategies, setting daily, weekly and monthly targets.</li><li>• Proactively seeking ways of improving processes to serve the needs of our clients better.</li><li>• Preparing and updating marketing material for clients like brochures, products presentations and material for marketing events.</li><li>• Leading focus groups to work on specific client needs.</li></ul> <b>Major Achievements:</b> <ul style="list-style-type: none"><li>• Successfully managed to enter the market as a new player in Italy and built a substantial corporate client base.</li><li>• Hit the sales target in year 1 and exceed it in year 2 by 30%. Extremely high client retention rate.</li><li>• Developed structured products expanding the company offering with derivatives trades like options strategies and futures.</li></ul>	<b>Amsterdam, NL</b>
June 2012 - Nov 2012	<b>DEUTSCHE BANK AG</b> <b>Sales and Marketing – db-X Financial Products, Intern</b> Sales and marketing of <i>Exchange Traded Fund, ETCs</i> and <i>Securitized Derivatives</i> <ul style="list-style-type: none"><li>• Assisting clients in understanding ETF's characteristics and markets.</li><li>• Understanding Certificates structuring (Bonus, Discount, Express, Index, Equity protection, Double Chance) and price monitoring.</li><li>• Preparation of market presentations on ETFs, Certificates, and structured bonds.</li><li>• Secondary market dealing for OTC certificates.</li></ul>	<b>Milan, IT</b>
Feb 2012 - May 2012:	<b>MARSH &amp; McLennan Companies</b> <b>Risk Consulting and insurance brokerage – Corporate Segment</b> <ul style="list-style-type: none"><li>• Risk consulting and insurance brokerage activity</li><li>• Originating transactions and improving relationships with existing and perspective clients.</li></ul>	<b>Rome, IT</b>
<hr/> <b>PRE - GRADUATION</b>		
May 2011 - Nov 2011	<b>UBS Investment Bank</b> <b>Fixed Income Sales – Client Solutions, Intern</b>	<b>Milan, IT</b>

- Assisting marketing and selling Fixed Income products to institutional clientele
- Analysis of competition's offering (products and structures) and report to the team.
- Product presentations and daily summaries of markets/economic research for internal use.

Jan 2011 - **MEDIOBANCA** **Milan, IT**  
 Apr 2011 **Middle Office & Operations Department - Financial Markets, Intern**

- Support to Treasury, Fixed Income, Equity and Stock Lending desks in their daily work.
- Support to proprietary trading desk on corporate actions.

## EDUCATION

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Sept 2009 to **BOCCONI UNIVERSITY** **Milan, IT**  
 Dec 2011 **Master of Science in Finance (CFA program)**  
 Thesis in Portfolio Management, Risk Management and Financial Engineering in Life Insurance Companies: *The Surrender risk in Life Insurance Companies. Impacts of sovereign debt crisis in Europe.*  
 Advisor: *Prof. Giuseppe Corvino. Final Mark: 104/110*

Sep-Dec 2010 **CORVINUS UNIVERSITY OF BUDAPEST** **Budapest, HU**  
**Exchange Program**  
 Relevant Courses: Corporate Financing Policy, Business Valuation, Economic Cycle & Financial Crises.  
 GPA: 4 out of 4

Summer 2010 **NATIONAL CHENGCHI UNIVERSITY** and **CITY UNIVERSITY OF HONG KONG** **Taipei & HK**  
**Campus Abroad** in Financial Statement Analysis

Sept 2006 to **UNIVERSITY OF NAPLES - FEDERICO II** **Naples, IT**  
 July 2009 **Bachelor of Science in Economics and Finance**  
 Thesis in Risk Management in the Financial Intermediation: *"Volatility Estimation in financial markets"*. Advisor: *Prof. Rosa Coccozza. Final Mark: 110/110*

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## POST EDUCATION COURSES

Feb 2013 **The Human Element** **Amsterdam, NL**  
 An integrated solution to the human issues in organizations. Main principles:  
 Self awareness, truth, levels of openness, levels of listening, choice, behaviour, FIRO theory

Dec 2012 **The Radical Collaboration Course:** **Amsterdam, NL**  
 Building more effective work environments and more trusting relationships. Main objectives:  
 Managing and resolving conflicts within organizations, establish a successful internal collaboration, increase trust and problem solving.

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## SKILLS AND PASSIONS

**Computer Skills** Advanced knowledge of **Microsoft Office, Bloomberg, Reuters, Murex** and **Salesforce**. Familiar with **Visual Basic (VBA)** and **MATLAB**.

**Languages** Native **Italian, Fluent English, Good French and Spanish.**

**Other Activities** Member, **International Positive Psychology Association** and **Associazione Italiana di Psicologia Positiva**  
 Member, **Bocconi Alumni Association** (present)  
 Part time collaboration with **Bocconi University Teaching Valuation Office** (2010-2011).  
 Several work experiences as a cook between my fifteen and twenties.

**Passions** Very passionate about **music**, particularly jazz, rock and blues, I have been playing guitar for 15 years.  
 I love **sports** and play tennis and football. I enjoy cooking and I like reading books about psychology and philosophy.